

PEDDI NEWS

RODGERS METAL CRAFT WORLD'S FIRST PEDDISUBX-1120 INSTALLATION



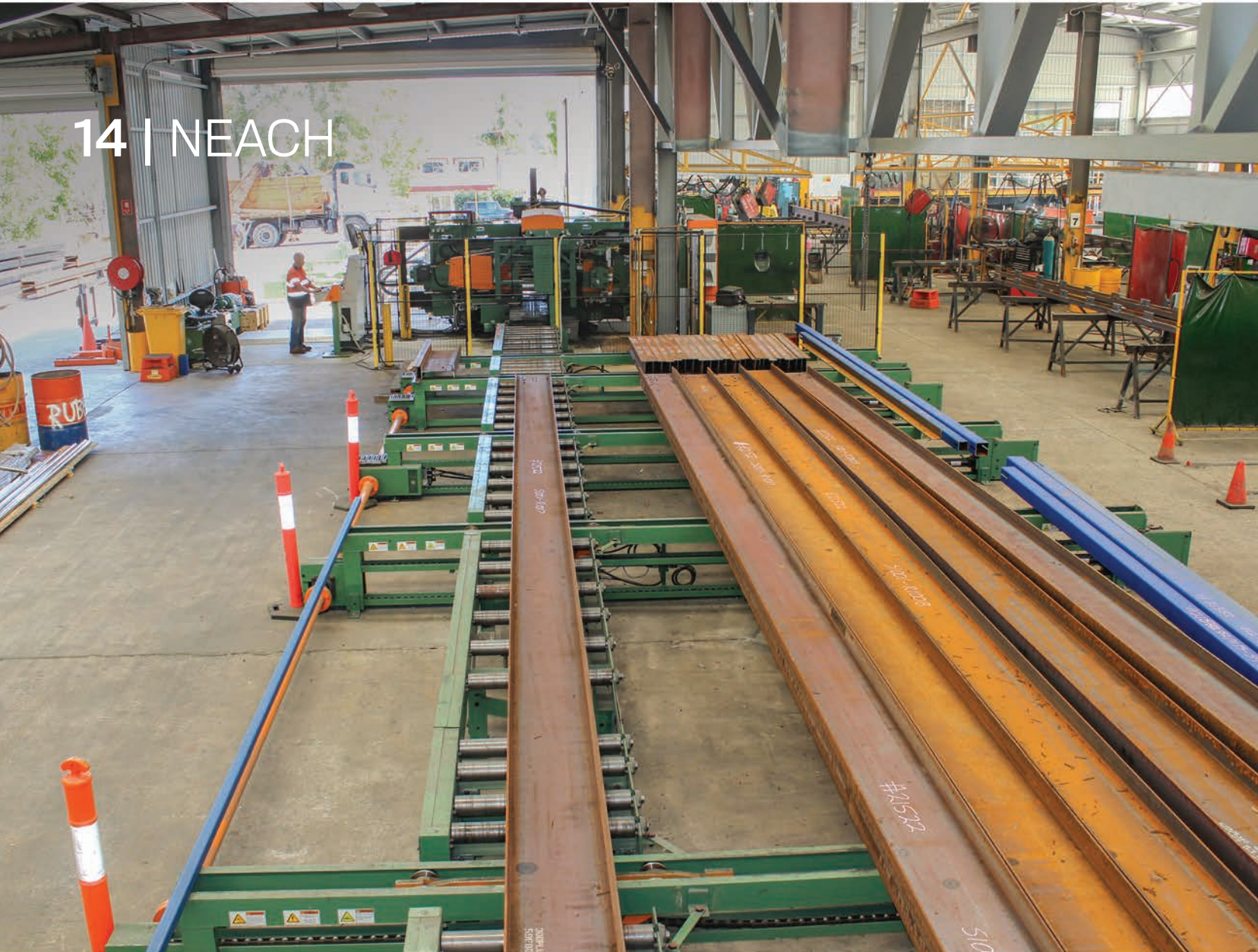
PLUS: NEACH

Peddi XDM-630 Proving Itself Down Under

Peddinghaus

STRONGER THAN STEEL®

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Carl G. Peddinghaus

Carl G. (Anton) Peddinghaus
Chief Executive Officer
Peddinghaus Corporation



Dear Friends,

What a year 2020 was! I think we can all agree that the theme for the year was “change.” Of course, the movement began with a global health crisis and continued all the way through the November Presidential election. I have to admit, the biggest change for me personally was with travel. I have spent most of my life on the move, and I think this might be the first year I have ever spent so much time at home. It has been nice to finally meet my family! I hope you get my humor.

I am proud to report that in spite of the unique challenges 2020 presented, Peddinghaus employees truly never skipped a beat. The various local and state “stay-at-home” and “shelter-in-place” mandates certainly added some obstacles to our daily routine last spring, but we took all the safety precautions necessary to keep our

doors open and continue providing the ‘round the clock technical support that Peddinghaus customers can depend on.

It really amazes me how quickly we, as humans, adapt to our environment. In early April, Peddinghaus Corporation made a few swift modifications to our fiscal year plan, and with a little help from the Federal Government in May, we are looking to wrap up our financial year with sales down only 3% from 2019. Warehouses, schools, and medical facilities are popping up to the left and to the right, Peddinghaus customers continue to report healthy backlogs of 6-18 months, and our new machine installation schedule remains full! It was an eventful year, but from a professional position, I’m pleased with the way it ended.

Please take a look into our special PeddiNews Holiday Edition to learn more about our progress with the prototype Sub-X drill line and the very first field installation at Rodgers Metal Craft. Our industry partners, John, Greg & Curtis Rodgers made darn sure they were the first ones to own the fastest drill in world. Also, I highly recommend that you check out the interview with my dear friend, Ryza, at NEACH. He explains the remarkable impact that CNC machinery can make, especially when you go from 0-100.

Happy Holidays,
Carl G. (Anton) Peddinghaus
C.E.O.



Welcoming the World's Fastest Drill Line

What motivates a Georgia-based fabricator, already heavy in current machine technologies, to invest in a newly designed fabrication system that promises unlimited potential... but at a cost? A new machine that does it all: drills, mills, layout marks with such speed and precision that secondary work (like grinding) is totally eliminated. "It's pretty simple," explained John Rodgers, President, "The speed of the PeddiSubX-1120 is important to us because of the number of parts we produce daily - it's how we make money."

4

It All Starts With a Good Foundation

Rodgers Metal Craft is an established fabricator who already maintains an impressive CNC fabrication system - a drill line, saw line, layout marking line and robotic thermal processor. Producing steel for a wide variety of construction projects, including Amazon warehouses, academic buildings and similar industrial structures, Rodgers has achieved a solid business foundation. "The type of work that we do requires us to push 300 varying pieces through the shop on a daily basis. Many projects come heavy in floor beams, moment connections, end prep

connections and block copes.

Speed & Accuracy: The Keys to Fabrication Profitability

"Behind accuracy, speed is one of the most important conditions in the steel industry. It matters how quickly you can turn a project." The crux of the PeddiSubX-1120 lies in its ability to produce perfectly machined parts faster than any other fabrication system available. John goes on, "It's the one machine that can do everything."

- High speed Sub-X carbide drilling



RODGERS METAL CRAFT

INSTALLING THE STEEL INDUSTRY'S Fastest Sub-X Drill Line



PeddiSubX-1120 installed in tandem with a DG-1250 miter cut band saw

- High speed carbide milling
- 4-axis Hypertherm ArcWriting
- 4-axis carbide scribing

"In our analysis, we expect a minimum of 30 minutes per section to be eliminated on jobs with a lot of those typical copes and moment connection preps," John explains. The PeddiSubX-1120 has capabilities like no other drill line on the market. It can mill out copes in 90 seconds or less without the need for any grinding or other post-processing. Torch-cut copes always require grinding after, but milled copes

don't. In order to keep unnecessary burdens off the shop employees and continue to run a lean operation, rework is not an option for Rodgers Metal Craft.

The Science Behind The Speed

The PeddiSubX-1120 takes on the challenge of efficiency by utilizing independent axis spindle movement and powerful carbide technology to maintain speed and accuracy throughout processing of each piece. With each axis operating independently of one another, drilling and milling functions can be performed simultaneously - at

double (or triple) the speed.

Imagine processing a floor beam with milled copes on both flanges and drilled web connection holes in a couple of minutes...with no rework, or touching a grinder. With the ability to independently clamp the largest beams to the smallest angle stock, maximum rigidity is maintained throughout the process. The "Sub-X" feature enables each profile to be clamped/unclamped and positioned during the entire fabrication process which adds to the overall machine system speed.



Left to Right: Greg Rodgers, Dillan Rodgers, Wayne Rodgers, John Rodgers and Drew Rodgers

Hands-Off Beam Handling = \$\$

"We know that every time we touch a beam with a crane or fork truck, it costs us money," John advises, "that's why we worked so closely with Peddinghaus' system layout engineers to design a modern handling system that can accommodate

a machine as powerful as the PeddiSubX-1120." By adding 80 feet of cross transfer material handling to connect the PeddiSubX-1120 drilling system with the current production line, Rodgers reaps the benefit of hands-off processing. John continues, "We have transfers and return conveyors in order to run parts through any machine without needing to be touched by a crane or fork truck."

In anticipation of the new drill line and added future capacity, major adjustments were made to the shop floor work flow with plans for future expansion on the forefront. A machine this heavy-duty requires a concrete pit foundation to properly house the small parts and chip removal conveyor. No longer will the operator need to fish remnants and clean drill chips from the drill/

mill area. By removing small parts via conveyor system, operator intervention is minimized, jib crane usage is eliminated and machine downtime is nonexistent.

How to Double Production Without Increasing Labor...

With an eye toward the future, the Rodgers team always considers the next big move in their business by keeping their "eyes on the prize." The shop's preparations for the PeddiSubX-1120 also encompassed preparations for the next step in Rodgers' production goals. Their proactive thinking and planning enabled Rodgers to continue the expansion of their shop production areas for the next "prize." That prize is a future robotic welding system - the PeddiAssembler. Complimented by the PeddiSubX-1120, this





The PeddiSubX-1120 is ready to process anything that comes its way



100-ton crane hoists the machine off the flatbed



John Rodgers directs the crane to begin lifting the PeddiSubX-1120

combination is perfect match for increasing speed, accuracy and labor.

“Our goal is to double our production while keeping overhead costs down – these machines will secure that goal for us,” advised John. With a goal to double production without increasing labor, the PeddiSubX-1120 is the first step in Rodgers’ expansion. When labor is unavailable, technology is the solution. The PeddiAssembler robotic welder scans, tacks, welds and rotates the workpiece without any operator intervention, much like the PeddiSubX-1120.

By boosting and securing their drilling operation first and foremost, Rodgers can continue to run a lean staff and efficiently utilize their great team of employees. Ultimately, the PeddiSubX-1120

will run all sections and profiles, the PeddiAssembler will run all tacks and welds and the shop employees will be freed to pursue more complex projects which are more lucrative for the company.

Rodgers & Peddinghaus: Family Businesses – One Goal

As most fabricators can relate, the end-goal at Rodgers is to increase production capacity in order to aggressively secure more fabrication projects while delivering product to the job site at a much faster rate. “The hope is that we’ll be able to deliver product to our customers on a much larger scale and much tighter timeline,” says John, “we are confident in this plan for the future. We’re very familiar with the idea of investing in ourselves and new technology

to keep up with the times. We have relied on Peddinghaus in the past, and they have always exceeded our expectations. As a family-owned business, we know that Peddinghaus will be there for the next generation of Rodgers Metal Craft.”

Greg Rodgers, Vice President, adds, “Peddinghaus is first-class and has always been first-class in machine technology, customer service, industry expertise and as a devoted business partner. They understand our business and have NEVER let us down!”

PEDDISUBX-1120

The fastest drill line in the steel industry, aka the last drill line you will ever need, is knocking at your doorstep. The PeddiSubX-1120 has completely rewritten the drilling, milling and marking standard.



1

Powerful 25 HP Sub-X Spindles

- Sub-X zone of 19-11/16" (500 mm) per spindle
- Minimum spindle downtime
- Simultaneously drill, mill, tap, scribe, ArcWrite and countersink on 3 surfaces at once

2

Patent Pending ArcWriting Torch Holders

- Unique holder design allows spindle to couple with ArcWriting torch
- Sub-X ArcWriting on all 4 surfaces of material
- The fastest solution for marking a profile

3

Aggressive 14-Point Clamping System

- Eliminating vibrations is crucial to successful carbide drilling and milling
- 14-points of maximum rigidity for higher feeds and speeds
- Outfeed moving clamp reduces vibrations close to spindles

4

Robust Tool Changers

- Six tools per spindle
- Eliminate the need to manually change tooling during production
- Tool automatically selected upon program command

5

Electronic Motion

- Servo-driven ball screw axes with precise positional feedback
- Robust ball screw for maximum process durability

6

Roller Feed Measurement System

- The industry standard for roller measurement
- Superior accuracy and flexibility on all profiles
- Continuous production

SUB-X DRILLING, TAPPING & COUNTERSINKING



SUB-X BLOCK COPES

Drilled Holes, Block Copes, Flange Thins & ArcWriting
LEAD EDGE APPROXIMATE PROCESSING TIME: 1 MIN. 10 SEC.*



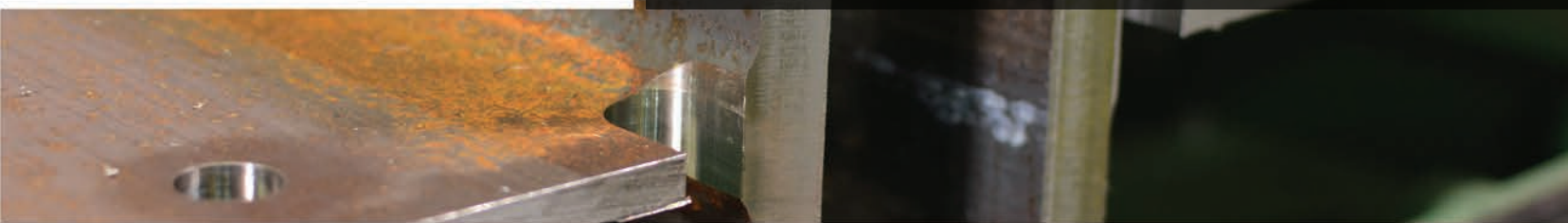
SUB-X FLANGE THINS

Drilled Holes & Flange Thins
LEAD EDGE APPROXIMATE PROCESSING TIME: 52 SEC.*



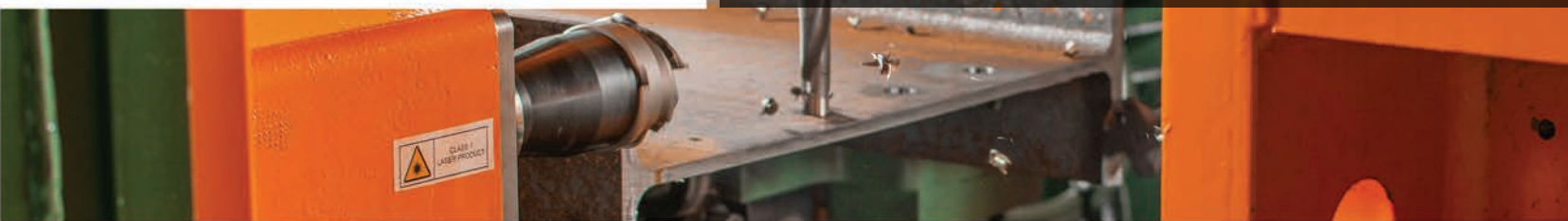
SUB-X RAT HOLES

Drilled Holes, Weld Preps & Rat Holes
LEAD EDGE APPROXIMATE PROCESSING TIME: 2 MIN.*



SUB-X WELD PREPS

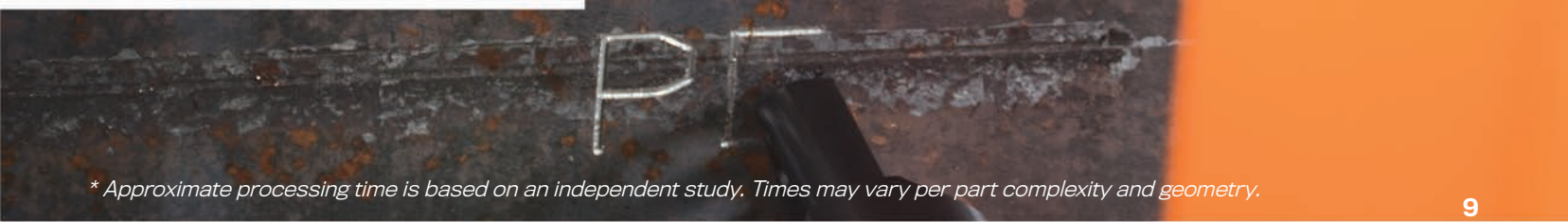
Drilled Holes & Weld Preps
LEAD EDGE APPROXIMATE PROCESSING TIME: 56 SEC.*



SUB-X 4-AXIS ARCWRITING



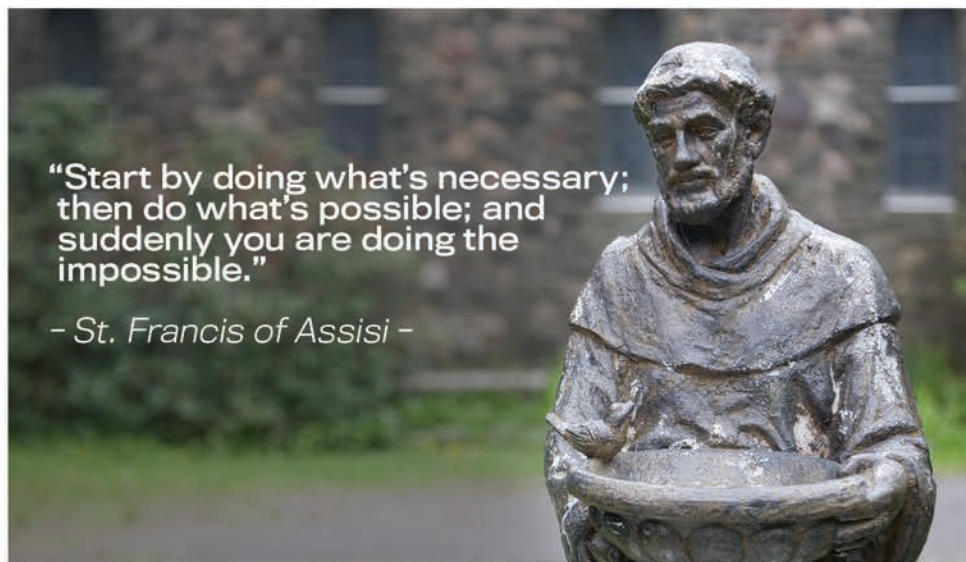
SUB-X SCRIBING



* Approximate processing time is based on an independent study. Times may vary per part complexity and geometry.



CHARLIE CARTER FROM THE AISC



Who could have guessed that this 800-year-old quote would capture the challenges of 2020 so well? What manifested in March and has continued to evolve ever since has carried with it a lot of surprising necessities. Finding the possible has required adaptation and reinvention, and sometimes multiple rounds as the picture changed. It does feel a bit like doing the impossible.

Our Steel Conference in April went virtual in a hurry as we had about five weeks to convert it. Kudos especially to the speakers and moderators who pivoted and made it possible for us to expand the program from three days to four and for 9,000 people to "Zoom" into an excellent program. It set quite an example and all of our other activities and programs followed suit to transform from what couldn't be done into what could and find success.

I hope you've been able to meet your challenges and succeed, too!

One area of strong focus for us these days is the brainchild of Jack Klimp of Cianbro Corporation, who currently serves as Chair of the AISC Board of Directors. Seeking to build value for our industry, he challenged us to find ways to build the value we can deliver as an industry. Jack's vision resonated with the AISC Board of Directors and together we created the Need for Speed initiative: a challenge to make steel 50% faster by 2025. To meet that goal, we're looking at everything that happens from the time someone says they want a building or bridge to the time they have their steel

building or bridge.

Peddinghaus has been contributing to this end for a long time. Think about the value of the time they've saved with each piece of equipment used by each fabricator on each job. That is exactly the kind of value we're seeking across the full spectrum of activities in the lifespan of a project from idea to completion.

To kick off our work, a blue-ribbon multi-disciplinary panel met to discuss more than 200 ideas. They identified eight of them as having the greatest promise and highest potential. Three projects are bridge-related:

1. Create a Guide to Executing an Effective Bridge Project

The standard approach to buying and selling steel is defined in the AISC Code of Standard Practice - particularly for building projects. Compatible documents also exist in this realm to define roles and responsibilities of collaborators, such as the Council of American Structural Engineers' CASE 962D A Guideline Addressing Coordination and Completeness of Structural Construction Documents does for Structural Engineers. We see a great opportunity to save time in bridge projects by making roles and responsibilities evident, setting common expectations upfront and minimizing surprises and misunderstandings. Our work will create a concise, informative guide for everyone involved in a steel bridge project.

2. Create Standard Designs for Routine Bridges

Routine short-span steel bridges can be catalogued for fast and straightforward selection using a few standard rolled-shape and built-up girders. We'll create a national standard resource that's compliant with AASHTO requirements for bridges up to 150-ft in span and in configurations including 1-, 2-, 3-, and 4-span systems. Once the national standard is complete, we'll also develop state-specific adaptations to meet individual state requirements directly. The resulting off-the-shelf designs for short-span steel bridges will allow fast design of routine cases and also help designers of more complex cases with preliminary designs.

3. Revitalize the Use of Weathering Steel

Imagine if we could save the time it takes to paint our bridges or apply other corrosion protection systems. We've known for a long time that we can, through the use of weathering steel. The key in doing so is ensuring the application and detailing are proper. This project will modernize and simplify the use of weathering steel in steel bridge projects. We'll work with the Federal Highway Administration (FHWA) to update and expand the information they provide as well.

Five other projects are building related:

1. Advance SpeedCore

This project already has made significant progress - its first use on the Rainier Square Tower in Seattle proved a dramatic acceleration of erection time, going 65 floors and 850-ft-tall in 10 months, which is 43% less time than



Looking up at the Rainier Square Tower in Seattle, Washington – Credit: Charlie Carter/AISC

the project would have taken with a traditional concrete core. The owner saved more than \$20 million in the process! Our work continues with this composite steel plate system for lessons learned, ongoing improvements, research to adapt it to wind applications and eliminate fireproofing requirements, and code advocacy to incorporate the system directly into the building code and its reference standards.

2. Add SpeedFloor

SpeedCore is so fast, we need a floor system that can erect at similar speed. This project looks to build on some of the critical components that have made SpeedCore successful and apply it to floor systems in steel buildings. Our aim is to have panels that can be lifted and quickly set in place with simple optimized connections. We're also exploring how to integrate mechanical, electrical, and other building systems in the process.

3. Optimize Shapes and Sections

This project is really two in one: Can we simplify and streamline all aspects of design and construction by identifying the most common shapes used in design ("prime" shapes, if you will)

and focus on the increased use of those shapes? And can we revolutionize compact floor framing for low-floor-to-floor applications by creating asymmetric sections that could carry drop-in floor panels on their bottom flange?

Both ideas could create significant opportunities to streamline design time, reduce time in the supply chain, and reduce erection time.

4. Create a SpeedConnection

Our traditional approaches for connections are tried and true, and everyone has the ones they like. And yet everyone could benefit from new ideas if they were easier to design, fabricate, and erect. We are looking for that trifecta. Imagine if we could create novel moment connections that are as simple to design, fabricate, and erect as today's simple shear connections? The resulting connections would add strength and stiffness to steel systems that could not be rivaled by concrete or wood systems. We seek that holy grail!

5. Move Fire Protection Offsite

What value would it be to the General Contractor for time and coordination if we could eliminate

the traditional jobsite application of spray-applied fire-resistant material (SFRM)? This is something already being done in other marketplaces, where shop-applied intumescent coatings are used instead of SFRM. We're working with Underwriters Laboratories, fire protection manufacturers, and code and certifying agencies to develop and validate procedures to use the products.

The reality is that we are an adaptable industry and we've been innovating and advancing to deliver value ever since Henry Bessemer first made steel production commercially viable. I'll bet you know of things that make steel fast and ways we could pursue to make it even faster. Maybe you're doing something yourself that could add to what we're leading as a part of Jack Klump's Need for Speed initiative. I'd love to hear from you about it!

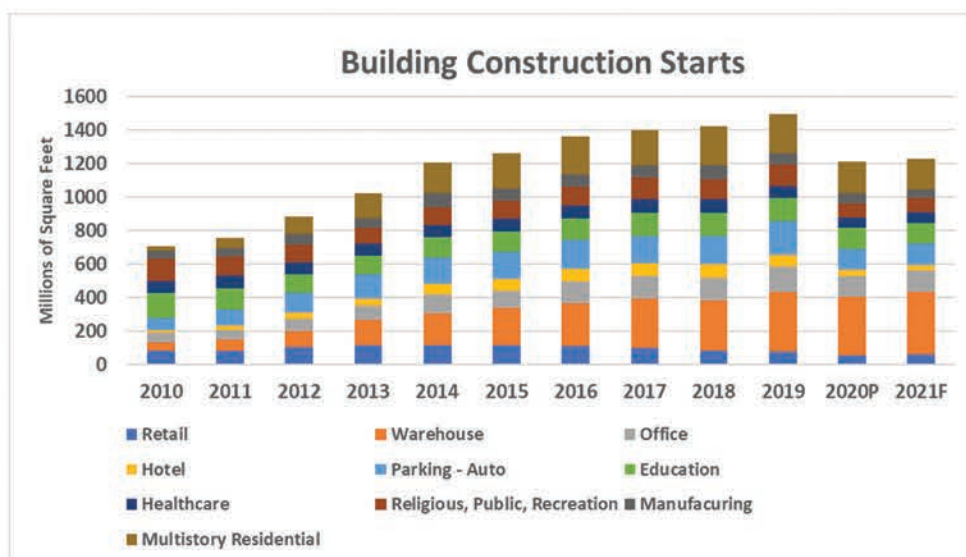
Here's to a great 2021!

Charlie Carter is President of the American Institute of Steel Construction in Chicago, IL. carter@aisc.org | 312-670-5401



Most of us would like to forget 2020. It has been memorable, but it certainly has not been one to celebrate and look back on. And now as we look forward to 2021 the question, “what 2021 will be like?” is clouded with the same uncertainty we have dealt with throughout 2020. We don’t know the rate of spread of COVID-19, the availability of a vaccine or therapeutic, the level of federal stimulus, the need for additional (regional or national) shutdowns and the resiliency of the economy when the pandemic subsides. For those of us in the structural steel industry the big question for many is, “what will the construction economy be like in 2021?”

The good news is that 2021 will not be worse than 2020. The bad news is that, from a construction perspective, 2021 will not be better than 2020. Construction starts on a square footage basis will remain about the same as 2020. Looking back on the “good old days” of 2019, 2021 starts will probably end up about 20% below those of our last “normal” year. Comparative percentages are hard to put into perspective. 2021 will be different than 2020. Thanks to vaccines and other measures the pandemic will fade out in 2021, so 2021 won’t “feel” like 2020. But what will construction activity feel like? Do you remember 2014? Germany won the World Cup. The Dow Jones hovered around 17,000. The Winter Olympics were held in Sochi, Russia. Malaysia Airlines lost two 777s - Flight 370 disappeared over the Indian Ocean and Flight 17 was shot down over the Ukraine. The Seahawks beat the Broncos in the Super Bowl and the Giants won the World Series. One World Trade Center became the tallest building in the Western Hemisphere.



Ferguson, Missouri was the scene of unrest and Russia annexed the Crimea. There were 1.2 billion square feet of non-residential building construction starts.

From a construction start perspective, 2021 is going to feel a lot like 2014. Clearly the pandemic has not caused construction starts to drop to the level experienced at the bottom of the Great Recession, but we are certainly experiencing more topping-outs than ground-breakings. By 2014 the construction economy was digging itself out of the deep hole of 2009 and 2010. We started to see multistory residential projects increase, warehouses picked up, the hotel market began a rebound and industrial projects escalated. The overall construction start volume in 2021 will be similar to 2014, but the mix of project types will be different. What we will see in 2021 will be similar in that major growth will continue in the warehouse sector, but different in that activity for hotels, multistory apartments and condos will decrease.

But 2021 won’t be exactly like 2014 for the structural steel industry. The mix of project types are changing, and that change will impact the consumption of structural steel. While the level of construction starts will remain the same, the demand for structural steel in buildings will increase by 3 to 4 percent. Warehouse construction will continue to expand. Many of these warehouses use tilt-up construction methods with load bearing concrete exterior walls and a substantial amount of structural steel framing inside those exterior walls. These warehouses will represent nearly half of the square footage of steel construction in 2021. The migration of office workers from urban areas to the suburbs has begun and will trigger demand for suburban office space, even as there is an increase in “work from home” employment. These offices will not be high rise structures but in the range of 3 to 5 stories, a sweet spot for structural steel construction. Structural steel will also benefit from relative stability in school construction market aided by the passage of



several large bond measures in California and Texas as well as increasing suburban demand. Retail construction will continue to contract with only large box retailers active in the construction market. At the same time, construction activity will shrink in the multistory apartment and condo market – a market in which structural steel has a very modest market share.

Non-building construction activity will ramp up slightly in 2021 compared to 2020, buoyed by a 30% increase in utility and renewable power construction which accounts for roughly 20% of non-building construction. Bridge construction

will expand by about 3% in 2021 compared to 2020, but still be about 20% below the level of activity in 2018. If an infrastructure funding bill is passed, it is unlikely that its impact would be felt in 2021. It is important to note that these are all national trends and will vary by state and region of the country. Institutional and non-building construction will be strongly driven by the fiscal resilience of individual state budgets.

The bottom line – 2021 for the construction industry is going to be a hard year, but not unsimilar to recent experiences. Perhaps the best summary of what to expect in 2021 was recently

made on a webcast by Jay Badame, President of AECOM Tishman, when he said, “we need to survive 2021 and make it to 2022.”

John Cross, PE has tracked construction activity for 20 years. Until his retirement in 2018 he served as Vice President of Market Development for the American Institute of Steel Construction (AISC) and authored a regular column on the impact that economic trends have on the structural steel market for Modern Steel Construction magazine. He can be reached via email at crosswind.consult@gmail.com.



NEACH

THE PEDDI XDM-630 PROVING
Itself Down Under



Peddi XDM-630 exports profiles ready for fit up and fabrication

When investing in new shop equipment, are you transitioning to “leading edge technologies” or “bleeding edge technologies?” If you invest in new technology too early, it will potentially cost you more than it will save you, bleeding profits from your bottom line. Conversely, if you hit the leading edge technology in stride, your investment will not only improve shop efficiencies but also your profit margin.

This is the advice given by Ryza Garbacz, Managing Director of NEACH, located in Noosaville, Australia, as he was discussing his Peddinghaus machine tool investment. “Lucky for me, I selected a Peddinghaus machine that superbly delivered that

leading edge; no bleeding for me,” Ryza said with a smile.

Family Business – The Bloodline for Success

NEACH was founded by Ryza’s father in 1975. A Polish immigrant after WWII, he brought the family legacy of steel fabricating skill to Australia, starting with a simple panel van, trailer and welding equipment.

He set up shop in Noosaville, an idyllic location close to the Pacific Ocean with natural scenic beauty, but also cost-efficient with a ready labor supply and only a 1 ½ hour drive from the city

of Brisbane. NEACH has grown since its humble beginnings and now maintains a large modern shop for up to 55 employees, including Ryza’s 70-year-old dad.

NEACH & Peddinghaus

Ryza is a degreed Civil Engineer and became Managing Director in 2012, but as a child he recalls working in the shop. At the age of 12, he was set up on an old punch and shear to produce cleats (clip angles) for a project - that’s when Ryza first learned about Peddinghaus.

Fast forward to 2019 when Ryza was assessing his current methods of processing steel and



Ryza Garbacz standing in front of the Peddi XDM-630

exploring what technologies were available to him. As NEACH had grown, the common method was to outsource fabrication to steel merchants (stocking centers/processors). “When we started outsourcing, we lifted our volume of throughput rapidly, but our overall gross profit reduced. We were winning more work, but we were making less money,” recalled Ryza.

“We started hitting capacities that became more and more difficult for our suppliers to deliver fully processed steel in short time frames. Typically, when the design is approved and fabrication commences, you need to start immediately to achieve your ‘just in time’ schedule.”

“This became a key risk.” Ryza continues, “To mitigate this risk, I reinvestigated processing equipment and was able to build a strong business case around automated layout marking and notching capabilities, which further reduced labor demand in our factory. Having the equipment in-house also improved our gross profit while reducing our schedule by 2 to 3 weeks.”

Touring with Fabricators

As part of his investigative process, Ryza participated in a tour of fabrication facilities in the USA with a group of Australian fabricators. Why spend a week away from business to tour a bunch of steel shops in America? “Seeing the equipment being used in a real shop environment was a big deal for me,” said Ryza, “I wanted to learn how Peddinghaus developed their equipment. Was it just for the American market, or had they bridged the gap for Australian, European and other international markets as well? The answer was yes!”

“We toured 12 companies in 10 states over the course of a week. It was truly a seminal experience for me. These owners were open, honest and very informative. In fact, I still stay in touch with many of them.” Ryza explains, “The ability to tour the Peddinghaus facility and interact with their personnel was extraordinary. Engineers, service technicians, shop personnel - no one was ‘off limits’ and it was a unique opportunity to view the business culture of your future partner. Peddinghaus has a rich history, and Anton

Peddinghaus truly understands our business. We developed a wonderful relationship as a result. This partnership is essential for doing business today. Oh yeah, we had a lot of fun on that tour!”

Why the Peddi XDM-630?

“I started investigating equipment in early 2019 with Impact Machinery, the local Peddinghaus agents. The Impact team is outstanding,” says Ryza, “Darren Harmsworth pointed me toward the Peddi XDM-630, and I was instantly drawn to its capability for longer profiles.” When asked about his Peddi XDM-630 purchase justification, Ryza identified these factors:

- Layout marking capability (with layout marking in the drafting data, fabricators are literally throwing profit margin away by not using this valuable machine function)
- Small machine footprint (we don’t have a huge building, and the Peddi XDM-630 fit perfectly)
- Milling/notching (valuable functions that are performed automatically, eliminating costly manual function - and additional profile handling)



SCAN THIS!
For videos and info
on the Peddi XDM-630

- Base design of high speed drilling and miter sawing met our production needs
- Complete material handling system to facilitate infeed/outfeed loading and unloading

"With all this processing capability in one compact machine, I knew this was the right direction for the future of NEACH."

Right Decision?

"Absolutely, the Peddi XDM-630 purchase was our best decision," states Ryza, "I'm a numbers guy, and let me share a few with you:

- The Peddi XDM-630 has increased our production by 30%
- By implementing layout marking, NEACH reduced project schedule times by 2-3 weeks on a 12-week schedule
- We have better quality and increased schedule flexibility, which means more customers
- No more profile outsourcing as we can rely on ourselves to meet project deadlines
- I know my exact hourly machine cost, which is driving my profit margin

- 90% of my customers are repeat customers
- I would not want to do any project now without our own Peddinghaus processing equipment - the Peddi XDM-630", says Ryza. "I would feel like we are stepping back into the stone age of fabrication; larger tonnage projects are now being driven by our processing capabilities."

Satisfaction Level?

"Unmatched! We have had no significant issues with our Peddi XDM-630 and the service support is unmatched in our industry. Remember, we're half a world away from Bradley, Illinois, but anytime we call, a technician is there to answer our question or give advice on machine operation. Additionally, Impact Machinery has service technicians and parts available here in Australia. Occasionally, we have a small problem and a technician is at our door the next morning."

COVID & NEACH

COVID-19 has thrown challenges at everyone's business, but NEACH was fortunate to have a strong backlog of orders when lockdowns in

Australia started taking place. No person was laid off during this period, and the company bounced back to have their strongest order backlog in 45 years! Ryza advised, "Our gross profit is up to historic levels, and we have full employment currently. I am very bullish on 2021, and feel it will be a strong year in Australia."

Strategy for the Future

Ryza is very direct on the future of NEACH: "Continuous improvement and chasing efficiency is the core to success. I like to use the analogy that water will always find the easiest path down the mountain and money is the same: to attract business a fabricator must be ruthlessly efficient while being the best in customer service, quality and schedule."

Ryza acknowledges that he has not seen the "bleeding edge" of new technology, only the benefit of successful "leading edge" technology with his new Peddi XDM-630 purchase. "It's a great feeling! Especially when you have friends in the business, like Peddinghaus and Impact Machinery."

WEBSTORE RETOOLED

Welcome to the New Peddinghaus WebStore

We're ditching our old webstore and unboxing something new for the most effortless online shopping experience. Designed with your needs in mind, enjoy features like real-time shipping estimates at checkout, order history for fast reordering, real-time shipment tracking notifications, loyalty rewards and a fresh look!

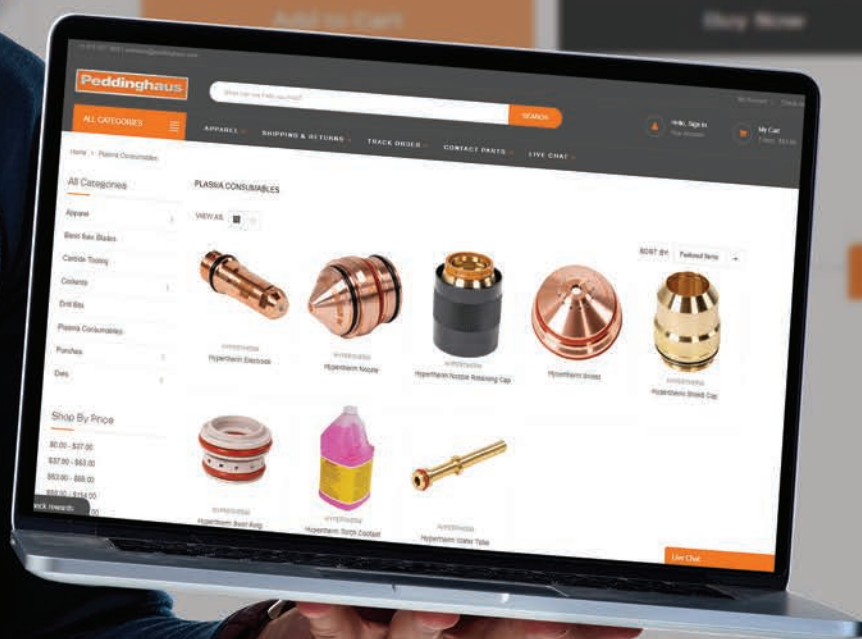
Visit www.peddinghaus.com/store and keep an eye out for additional products being added this year. Save 10% on your first order, and don't forget to join Peddinghaus Rewards!

What is Peddinghaus Rewards?

A loyalty program like no other, every purchase automatically earns you points to unlock

discounted consumables. Every \$5 spent earns you 1 point, collect points to earn up to 15% off your entire order! By creating an account, you'll also gain access to special notifications helping you earn bonus points towards future purchases all year long. After all, who doesn't love free stuff? Create your account and start earning exclusive Peddinghaus Rewards today!

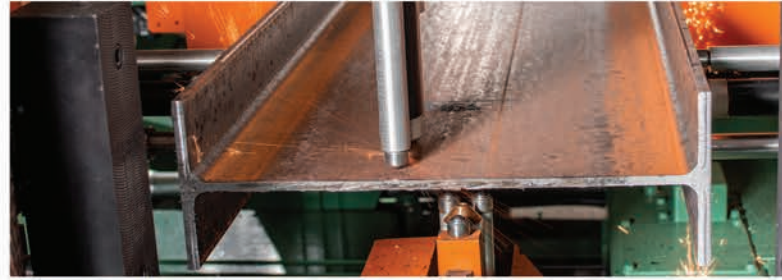
STEPHEN
15% OFF COUPON



SCAN THIS!
For special discounts on the Peddinghaus WebStore today!

Patent Pending ArcWriting Torch Holder

Torch assemblies that utilize a Hypertherm ArcWriting unit operate completely independent X, Y and Z motions with ball screw feed systems.



Patented Double Torch Cutting Assembly

Unlike gantry style systems, the CNC plate processor design of Peddinghaus drives material to the operating area of the machine as opposed to bringing the operating area of the machine to material. This plate beveling technology is designed so that both the plasma and oxy-fuel cutting torch of the machine can utilize beveling capabilities with the application of a single cutting assembly.



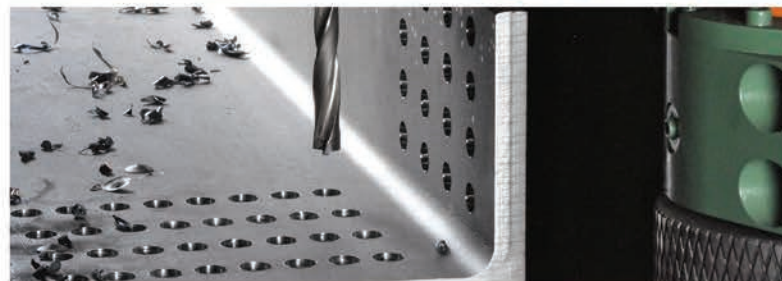
Innovative Roller Feed Measurement

As accurate as measuring material can be, the Roller Feed drive and measurement system from Peddinghaus is designed to improve accuracy even greater than before. Steel can pass through piece after piece with no stop in production. The Roller Feed is designed to maximize contact with the material which helps eliminate errors.



Aggressive Drilling Processes

Peddinghaus drill lines utilize Siemens electronics to achieve industry-leading hole times. The high horsepower spindles also have high torque. This allows the carbide drills to remove more material with each rotation. A thicker, more aggressive cut on each pass will decrease drilling time and part completion time.



3D Profile Scanning System

This state-of-the-art measurement system detects positional displacement and distortions of material. The intelligent system consists of a triangulation laser scanner for measuring sections. Material scanning is executed inside the cutting area and is performed in one, continuous cycle.



Speed Sawing Technology

Reduce cut times and increase productivity with these saw features: rapid advance blade approach, automatic material sensing, automatic cutting speed transition, feed compensation during the cut, end of cut sensing and automatic retract.



SignoMat Adjustable Character Stamp

SignoMat part stamping is the high speed part marking alternative to carbide scribing. This hard stamping option will hold up to 36 characters, letters or numbers. These characters are stamped to a depth of 1/32" (.8 mm) and at multiple heights of 1/4" (6 mm), 1/2" (12 mm), 5/8" (15 mm) and 3/4" (19 mm). The stamping speed is a swift rate of 1 character per second.



WELCOME TO PEDDIUNIVERSITY



World-Class Training at PeddiUniversity

When investing in CNC, it is imperative that machine operators be well-equipped to handle the shops investments. At Peddinghaus, we are dedicated to providing the tools for our partners' long-term success. PeddiUniversity is a state-of-the-art training and development center located at our world corporate headquarters in Bradley, Illinois.

Enroll at the State-of-the-Art Training & Development Center

While it is often neglected, training is extremely valuable to the all-important bottom line. It can be considered preventative maintenance for employees, ensuring they have the tools and knowledge they need to regularly perform tasks to the best of their ability. The ongoing development of employees also has many added benefits. It improves performance, satisfaction, safety, morale and reduces the amount of supervision they may require. As employee performance increases, so does shop productivity and profitability.

As the structural steel fabrication industry confronts the economic impact of an election year and a pandemic, added flexibility in

fabrication shop staff is essential now more than ever. Properly trained employees give employers the ability to reallocate staff to more pertinent areas of the production process as needed. In a climate where travel is not always feasible, PeddiUniversity offers remote training sessions online. By utilizing various webinar and screenshare methods, software training is available by appointment. Also access all Peddinghaus machine how-to videos at www.peddinghaus.com at any time. As the steel industry advances, so does processing and technology. We routinely update our curriculum to provide a more comprehensive training experience.

In times when travel is feasible, Peddinghaus makes the trip to Bradley easy for trainees, operators, programmers or production management to attend PeddiUniversity. With airport transportation to and from campus, local ground transportation available and hotel accommodations, all you have to do is show up ready to learn! While at PeddiUniversity, trainees are provided meals at the PeddiCafe by our very own executive chef, Marc Magiera.

Also enjoy a tour of the Peddinghaus campus and see the depth of our organization, our machine showrooms and our commitment to your success. To learn more about online training programs

available at PeddiUniversity, please email peddiuniversity@peddinghaus.com to schedule a date and time.

Visit the Online How-To Video Gallery

Step by step processes for the following topics:

- Remotely connect to Peddinghaus Support
- Access machine manuals online
- Information needed before contacting service
- Raptor - Advanced settings tabs
- Raptor - Cope corrections tabs
- Raptor - Hole pop marks corrections tabs
- Raptor - Manage and general filters tabs
- Raptor - Scribe and scribe filters tabs
- Raptor - Weld, weld filters and miters tabs
- Raptor - Creating macros
- Raptor - File menu overview
- Raptor - Edit and view menus
- Raptor - Peddimat import
- Raptor - Peddimat export
- Raptor - DSTV import
- Raptor - DSTV export
- Raptor - iDSTV+ import
- Raptor - iDSTV+ export
- Raptor - DXF import
- Raptor - SDS/2 import
- Raptor - Tekla import
- Raptor - XML 3D import

Prime Rib of Beef

Ingredients

- 1 bone-in prime rib (6-7 lbs)
- 8 cloves of garlic, thinly sliced
- Salt and coarsely ground black pepper
- 2 cups red wine
- 4 cups beef stock
- 1 tablespoon freshly chopped thyme leaves

Directions

1. One hour before roasting the prime rib, remove from refrigerator and allow to come to room temperature
2. Preheat oven to 350° F
3. Make small slits all over prime rib, filling each slit with a slice of garlic
4. Season liberally with salt and black pepper
5. Using a roasting pan, place prime rib onto pan rack and roast in the oven for about 2 hours until medium-rare, or until the center reaches 135° F
6. Move from roasting pan to platter, tent with foil to keep warm
7. Place roasting pan on stove over two burners and set to high heat
8. Add wine to pan drippings and cook until reduced by scraping the bottom of the pan with a wooden spoon
9. Add in beef stock and cook until reduced by half
10. Whisk in thyme and season to taste with salt and black pepper
11. Slice meat as desired and serve with thyme au jus

Bon Appetit!



EVERYTHING A FABRICATOR NEEDS



DRILL



MACHINE Peddi XDM-630
High Speed Drill Saw Combo

MATERIALS Beam / Channel / Angle / Tube / Flat


PROCESS Drill, Mill, Tap, Countersink, Scribe,
Miter Saw



MACHINE Advantage-2
High Speed Carbide Drill Line

MATERIALS Beam / Channel / Angle / Tube / Flat

PROCESS Drill, Mill, Tap, Countersink, Scribe



MACHINE BDL-1250/9D
Heavy Duty Carbide Drill Line

MATERIALS Beam / Channel / Angle / Tube / Flat

PROCESS Drill, Tap, Countersink, Scribe




PLATE



MACHINE HSFDB-C
Heavy Plate Processor

MATERIALS Plate

PROCESS Drill, Mill, Tap, Stamp, Countersink,
Scribe, Plasma Bevel, Oxy-Fuel Bevel



MACHINE HSFDB-B
Heavy Plate Processor

MATERIALS Plate

PROCESS Drill, Mill, Tap, Countersink, Scribe,
Plasma Cut, Oxy-Fuel Cut




MACHINE FPB-1800
Plate Processor

MATERIALS Plate

PROCESS Plasma Cut, Scribe, Punch



THERMAL



MACHINE PeddiBot-1200
Robotic Thermal Processor

MATERIALS Beam / Channel / Angle / Tube / Flat

PROCESS Plasma Cut, ArcWrite



MACHINE Ring of Fire
360° Thermal Processor

MATERIALS Beam / Channel / Angle / Tube / Flat

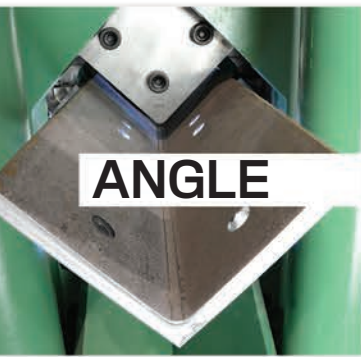
PROCESS Plasma Cut, ArcWrite



MACHINE ABCM-1250
Oxy-Fuel Burning

MATERIALS Beam / Channel / Angle / Tube / Flat

PROCESS Oxy-Fuel




ANGLE



MACHINE Anglemaster-HD
Heavy Duty Angle Line

MATERIALS Angle / Flat


PROCESS Shear, Punch, Scribe, Stamp



MACHINE Anglemaster-663
Angle Line

MATERIALS Angle / Flat

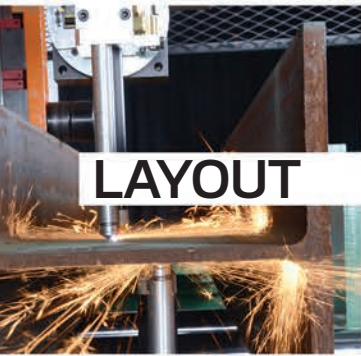
PROCESS Shear, Punch, Scribe, Stamp



MACHINE Anglemaster-643
Angle Line

MATERIALS Angle / Flat

PROCESS Shear, Punch, Scribe, Stamp



LAYOUT




MACHINE PeddiWriter
Layout Marking Line

MATERIALS Beam / Channel / Angle / Tube / Flat

PROCESS 4-Axis ArcWrite



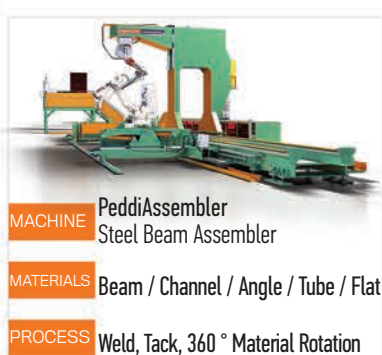
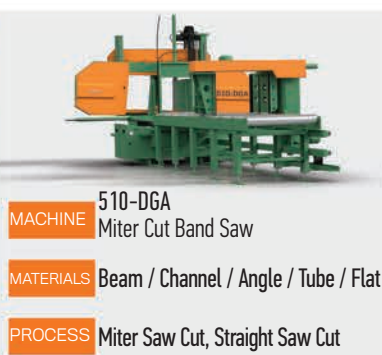
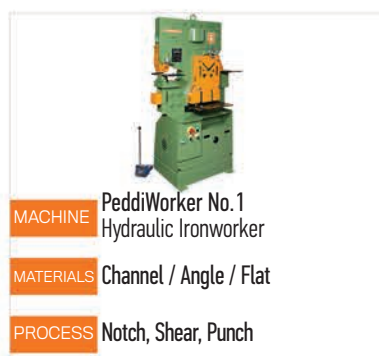
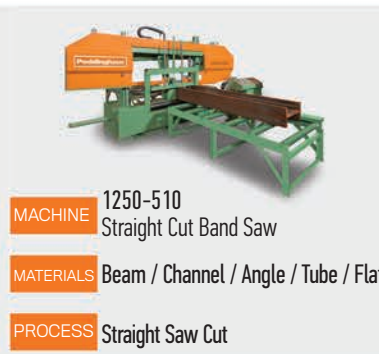
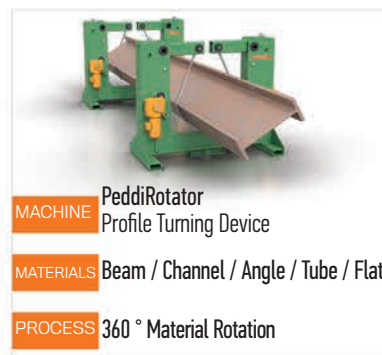
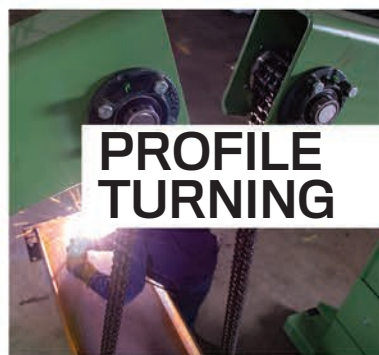
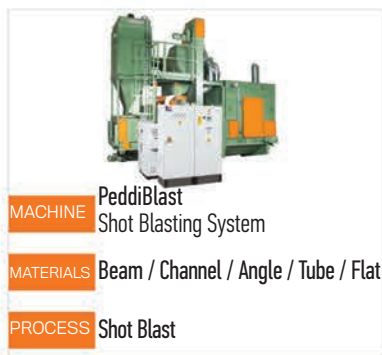
SOFTWARE



MACHINE Raptor
3D CAD/CAM Software

MATERIALS Beam / Channel / Angle / Tube / Flat

PROCESS Modify, Inspect or Create Part Programs



NEW MACHINES
SERVICE TECHS
SPARE PARTS
DIAGNOSTICS
DELIVERED



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